

Fujitsu World Tour 2015

Workplace Anywhere
– Increasing Enterprise
Productivity

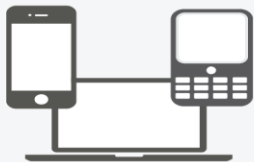
FUJITSU
shaping tomorrow with you

Human Centric Innovation

Welcome to the age of mobility



**Multi-screen
world**



**There's an
app for
everything**



**Cloud
connected**



24

**Online
everywhere**



**Information
on demand**

Changing the way we live and work

Consumerization at work



Expectation inflation

As employees, we now want the flexibility to work:

- Wherever we are
- Whenever we need to
- Using the devices we choose
- Effortlessly accessing and sharing information

Blurring the borders
between business
and private life

And that's even good for the business

What's holding you back?

Meeting the needs of your business can be a fine balance...

Enable flexible working

- Maximize productivity and satisfaction

Keep data safe

- Allow information everywhere access

Deliver standardization

- Support diverse workforce needs

Manage costly legacy

- Enable innovation

Stay in control

- Embrace IT consumerization & BYOD

Refresh again and again

- Always futureproof and up to date

What's holding you back?

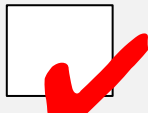
What if you could transform your workplace...



...Minimizing the risks of change?



...At a pace that suits your business?



...Bringing your stakeholders and users with you every step of the way?



...Demonstrating the real value of IT?



...Drawing on the expertise of a trusted partner with a proven track record of success?

Introducing Fujitsu Workplace Anywhere



Mobilizing the Workplace

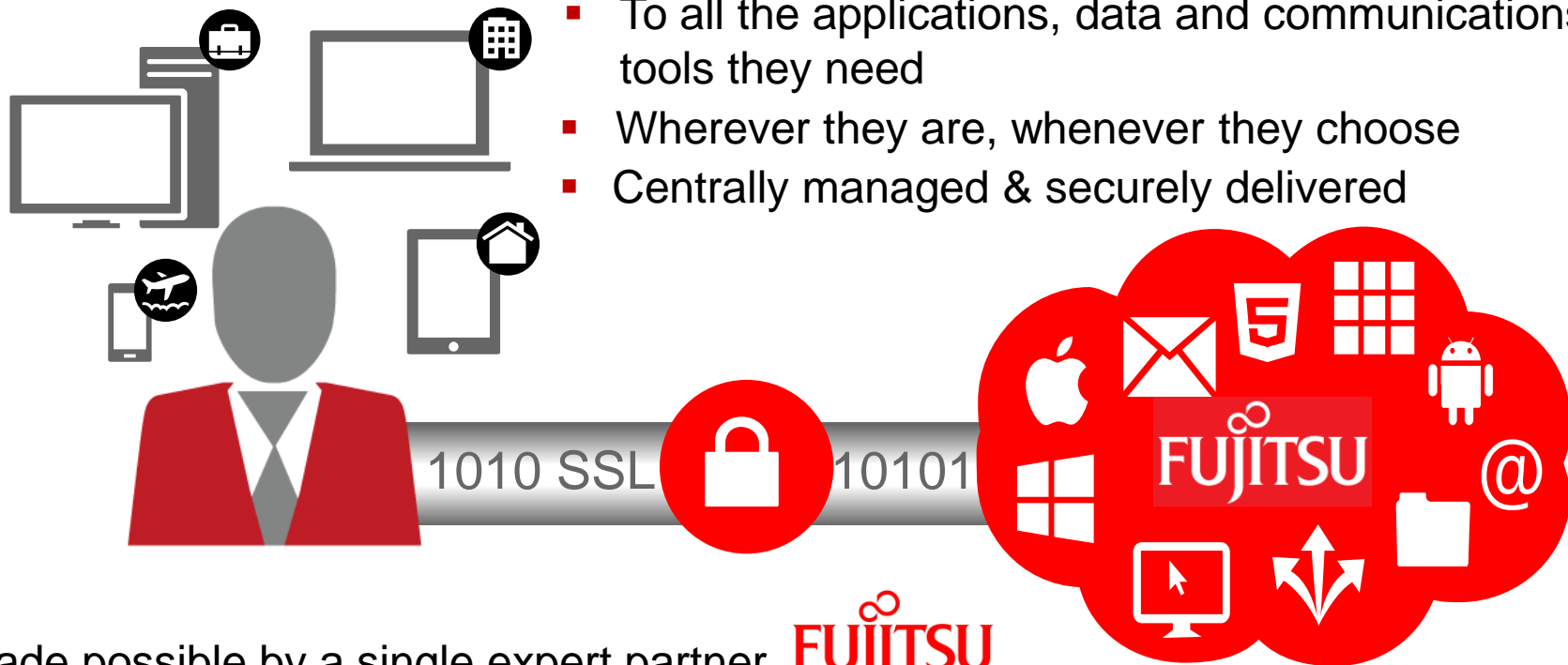
An innovative managed service designed to enable your people to work productively, whenever and wherever they choose.



Delivering a personalized computing & communication experience – at scale.

A service as mobile as your people need to be

- Any device access
- To all the applications, data and communications tools they need
- Wherever they are, whenever they choose
- Centrally managed & securely delivered



Made possible by a single expert partner

A blended service to meet all your user needs



Virtual Client Services



Classic Client Services



Mobile Services



Unified Comms & Collaboration Services

Board executive:

- Multi-screen support – including BYOD
- Ready and secure access to key management info

Task worker:

- Limited app requirements
- Ergonomic, flexible desktop PC
- Virtualized services that can be rapidly provisioned and de-provisioned

Jet set executive:

- Secure remote access to all the apps she needs
- Ability to work offline
- BYOD support

In the field:

- Ruggedized device
- Specialist, localized apps
- Ability to work without connectivity

On client site:

- Seamless access to key mobile apps as they move from location to location
- Enhanced data security requirements

Power user:

- Functionally rich, high performance PC
- Quad monitor
- Ability to run ISV apps

Working from home:

- Fully virtualized compute and communications environment
- Securely accessed via home PC and broadband
- Easy to collaborate with colleagues

In Practice

A blended service to meet all your user needs



Maximizing
end-user
productivity

Improving
business
agility

Driving out
cost and
complexity

All delivered through a single
end-to-end managed service

Simplifying
management

Delivering your
business
outcomes



How can you reap the benefits?

Maximizing
end-user
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Improving
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Driving out
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All delivered through a single
end-to-end managed service

Simplifying
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Delivering your
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Workplace Anywhere



Proof we can make it happen today



“Fujitsu differentiates from other vendors by their can do- and fix first than talk mentality. Fujitsu understands our company business and our service objectives to our IT customers. Their employees are truly dedicated to their job and act as being part of the team. Fujitsu is a reliable and a lasting partner for KLM.”

**Werner Soeteman, Manager
Operations Office Automation,
KLM ROYAL DUTCH AIRLINES**

Mobile workplace

- Leading Airline
- Tablets provided to crew
- Replaced need for paper based flight plans
- Seamless access to enterprise apps & data
- Fully managed service – supporting about 8,000 devices and BYOD

Virtualised workplace

- Leading retail bank
- 60,000 users
- Delivering new levels of flexibility
- Enabling home working and hot-desking
- Allowed consolidation of property portfolio
- Achieving tangible productivity improvements and cost savings

Fujitsu is the only service provider delivering a virtualized, blended service at scale today

De-risking your journey

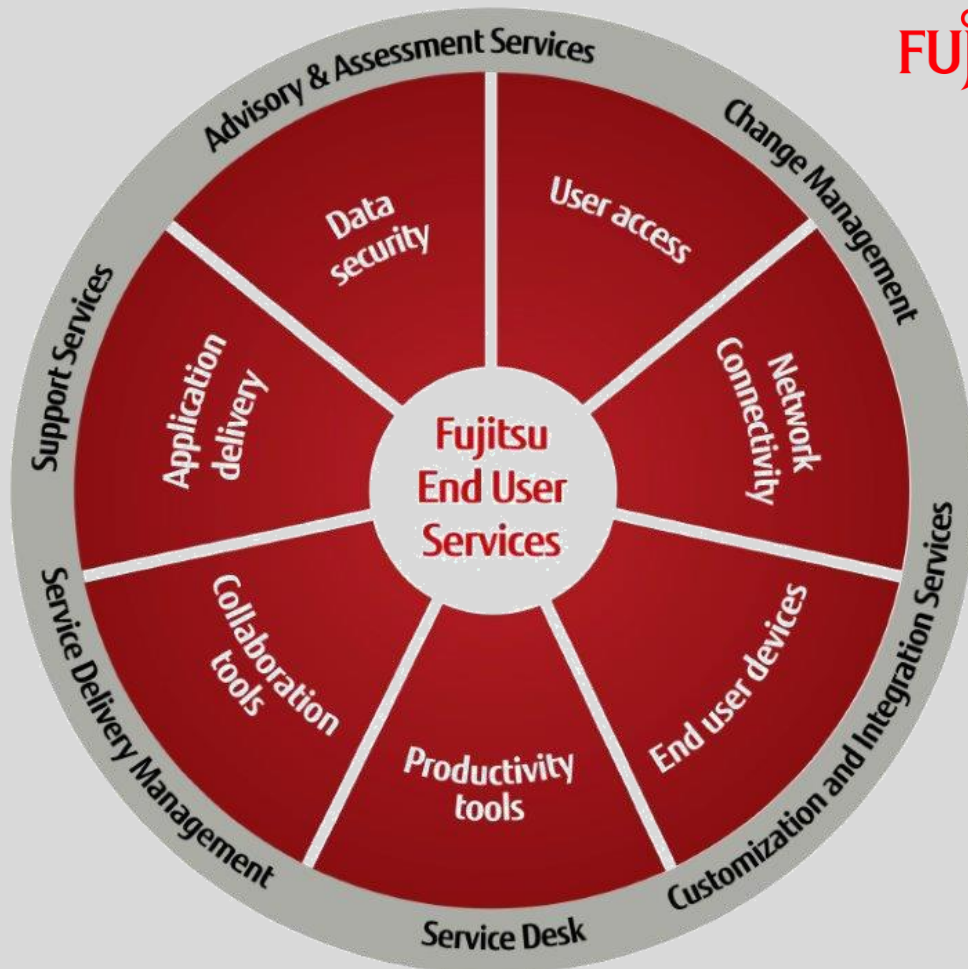


- We help accelerate and de-risk your journey
- No need for big bang change
- Start small, prove the business case, scale up

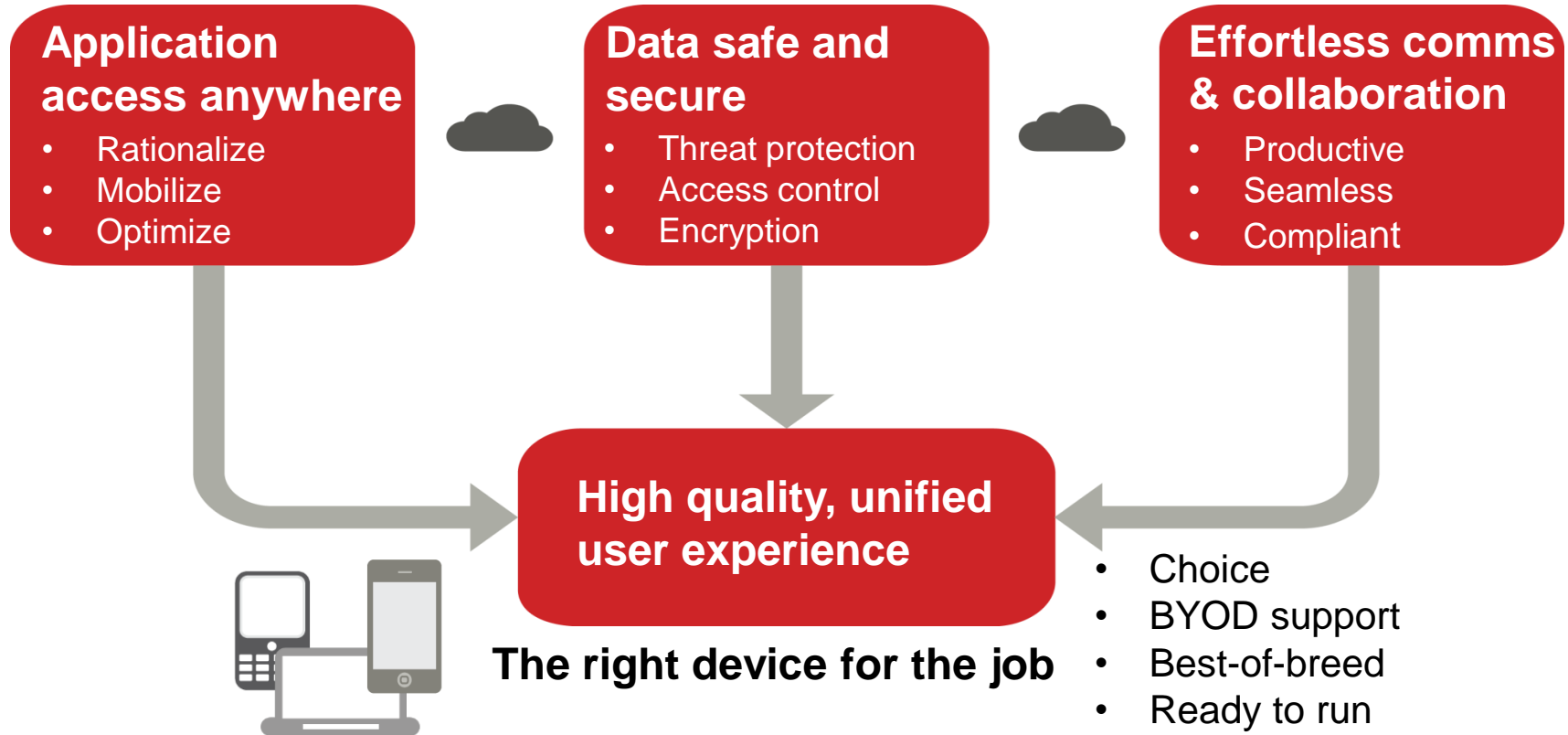
Getting started: Strategy & Assessment Service

- Packaged advisory engagement
- Defines a workplace strategy to best meet your business needs
- Provides recommendations, potential cost/efficiency savings, migration scenarios

- Everything you need to mobilize your enterprise
- With a range of modular services

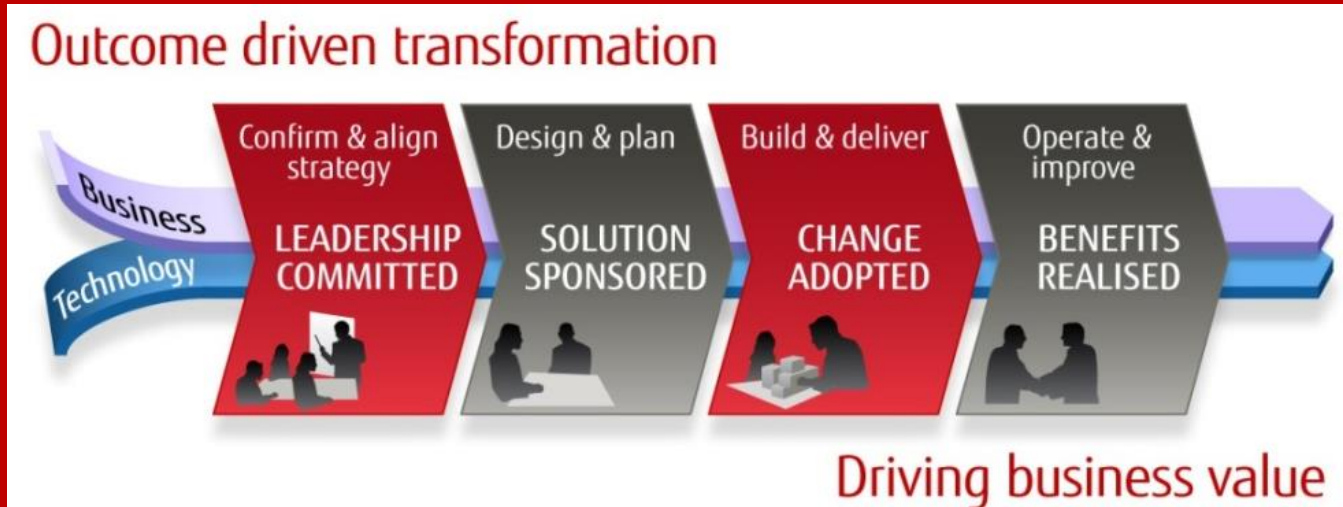


Empowering your end-users



Customer engagement is critical

- Our experience tells us that in order to be successful in EUS there is a need to:
 - Establish clear outcomes
 - Ensure the customer is receptive to change
 - Deliver that change at a pace that the customer can accommodate



Why Fujitsu?



Get peace of mind

Proven ability to make it happen
– at scale

Improve the user experience

A truly unified and seamless
enterprise-class service

Reduce cost

Right-shoring offers optimal
global delivery model

Your time better spent

With a fully end-to-end service:
device, carrier & data source
agnostic

Support growth

Global capability to support your
users, wherever they are

One point of ownership

Leveraging strategic partnerships
with Citrix, Microsoft, Cisco & Mitel

Facts:

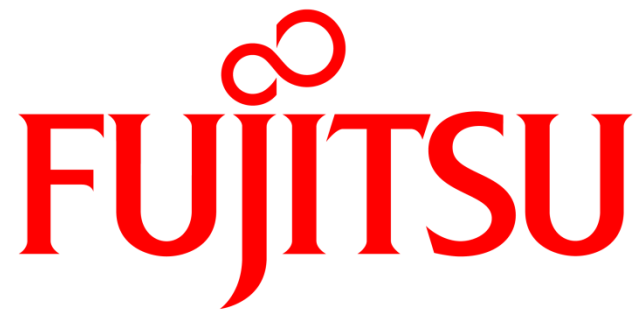
- Manage 5m desktop devices worldwide
- Leader in Gartner Magic Quadrant for End User Outsourcing Services, Europe
- Typically deliver 30% & cost savings through desktop transformation

Summary

- A proven way to mobilize your workplace
- Embrace consumerization and BYOD
- Empower staff to work productively, whenever and wherever they are
- Deliver a personalized compute and communications experience
- All as a single, expert managed service keeping you in control
- With new levels of enterprise agility



**A service as mobile as your
people need to be**



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